

# Spring 2009 Senior Design Finalist



Front row (left to right): Tessa Hilterbrandt, Russell Kohler

Mid row: Stephanie Robbins, Melissa Gegenheimer, Prof. Anton Kleywegt

Back row: Matthew Sheffield, Matthew Nelson

STUDENT TEAM: Melissa Gegenheimer, Tessa Hilterbrandt, Russell Kohler, Matthew Nelson, Stephanie Robbins, and Matthew Sheffield

FACULTY ADVISOR: Professor Anton Kleywegt

PROJECT TITLE: Cooper Lighting Sales Forecasting

PROJECT SUMMARY: In 2008 Cooper Lighting experienced a 28% sales forecasting error in one of their largest brands. The fact that Cooper Lighting has no reliable sales forecasting method has proved to be problematic in various areas of their business. To address this problem, sales forecasting models were developed using internal company data and economic factors. These models were compiled into a user friendly software package.